

**From:** "Blair Taylor" <[btaylor@memphistomorrow.org](mailto:btaylor@memphistomorrow.org)>  
**To:** "Brona Pinnolis" <[bpinnolis@memphiscrime.org](mailto:bpinnolis@memphiscrime.org)>  
"William Gibbons \(\wgibbons\)" <[wgibbons@memphis.edu](mailto:wgibbons@memphis.edu)>  
**Date:** 6/6/2017 5:28:01 PM  
**Subject:** RE: Transaction Structuring Opportunity from Social Finance and the Sorenson Impact Center

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Thanks Brona. I may reach out tomorrow. Scott is available to help as well, but he has no content knowledge of offenders or the intervention we're proposing.

Blair Taylor  
President  
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**From:** Brona Pinnolis [<mailto:bpinnolis@memphiscrime.org>]  
**Sent:** Tuesday, June 6, 2017 4:16 PM  
**To:** William Gibbons (wgibbons) <[wgibbons@memphis.edu](mailto:wgibbons@memphis.edu)>; Blair Taylor <[btaylor@memphistomorrow.org](mailto:btaylor@memphistomorrow.org)>  
**Subject:** RE: Transaction Structuring Opportunity from Social Finance and the Sorenson Impact Center

Blair, here is the JPAL application along with the application we used for a Smart Prosecution grant application from the DAG's office (still awaiting word on that). There is similar language in each (one was borrowed from the other) but there are different details in each as well, so sending along both. The Smart Prosecution application contains more specific information on youthful offenders, who are the focus of the proposal.

I am happy to help in whatever way I can. I'm not sure I'm versed enough on the PFS model to just grind out a narrative on that subject in this short space of time but can certainly plug in a fair amount of information.

Brona E. Pinnolis, JD  
Vice President for Strategic Implementation  
Memphis Shelby Crime Commission  
600 Jefferson, Suite 400  
Memphis, TN 38105  
Direct Line: 901-507-4192



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**From:** William Gibbons (wgibbons) [<mailto:wgibbons@memphis.edu>]  
**Sent:** Tuesday, June 06, 2017 4:00 PM  
**To:** [btaylor@memphistomorrow.org](mailto:btaylor@memphistomorrow.org)  
**Cc:** Brona Pinnolis <[bpinnolis@memphiscrime.org](mailto:bpinnolis@memphiscrime.org)>  
**Subject:** Re: Transaction Structuring Opportunity from Social Finance and the Sorenson Impact Center

Good idea. He's become the local expert.

Bill Gibbons  
Executive Director

The Public Safety Institute



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From: Blair Taylor <[btaylor@memphistomorrow.org](mailto:btaylor@memphistomorrow.org)>

Sent: Tuesday, June 6, 2017 3:58 PM

To: William Gibbons (wgibbons)

Subject: RE: Transaction Structuring Opportunity from Social Finance and the Sorenson Impact Center

Ok. scott s been in the loop on this. I ll call him. Maybe he can just handle it for us.

Blair Taylor

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From: William Gibbons (wgibbons) [<mailto:wgibbons@memphis.edu>]

Sent: Tuesday, June 6, 2017 3:55 PM

To: Blair Taylor <[btaylor@memphistomorrow.org](mailto:btaylor@memphistomorrow.org)>; Angela Madden (acrews1) <[acrews1@memphis.edu](mailto:acrews1@memphis.edu)>; Brona Pinnolis <[bpinnolis@memphiscrime.org](mailto:bpinnolis@memphiscrime.org)>

Subject: Re: Transaction Structuring Opportunity from Social Finance and the Sorenson Impact Center

Brona,

Are you in a position to help ?

Blair, you might want to also touch bases with David McKinney about the grant that has already been awarded to the county for social impact bond technical assistance. It is also from Sorenson and is for \$240,000. Scott Crosby has been assigned to work full time on it, and the mayor is interested in tying to the juvenile assessment center.

Bill Gibbons

Executive Director

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From: Blair Taylor <[btaylor@memphistomorrow.org](mailto:btaylor@memphistomorrow.org)>

Sent: Tuesday, June 6, 2017 3:46 PM

To: Angela Madden (acrews1); Brona Pinnolis; William Gibbons (wgibbons)

Subject: FW: Transaction Structuring Opportunity from Social Finance and the Sorenson Impact Center

See below. we have a very short window (by Friday end of day) to respond to this grant application for PFS/Social Impact Bond technical assistance and funding of a project manager position. Kevin has agreed that WIN would be the applicant, but bottom line is he doesn't have the manpower to pull it off by Friday. So I'm thinking to try to get it done myself, but would certainly need some help in parts from you guys.

At the very least, I'd love to get from you guys anything you've written about our target offender population and statement of need perhaps in the grant application for the JPAL evaluation?

Let's start there and I'll have a better idea tomorrow of what else I need.

Brona or Angie can you send that JPAL application to me?

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From: Blair Taylor  
Sent: Tuesday, June 6, 2017 1:54 PM  
To: 'Jeff Shumway' <[jshumway@socialfinance.org](mailto:jshumway@socialfinance.org)>; Rachel Levy <[rlevy@socialfinance.org](mailto:rlevy@socialfinance.org)>  
Cc: Scott Crosby <[scrosby@bpjlaw.com](mailto:scrosby@bpjlaw.com)>; Heather Jamerson <[hjamerson@pyramidpeakfdn.org](mailto:hjamerson@pyramidpeakfdn.org)>; 'Kevin Woods@workforceinvestmentnetwork.com' <[kevin.woods@workforceinvestmentnetwork.com](mailto:kevin.woods@workforceinvestmentnetwork.com)>  
Subject: RE: Transaction Structuring Opportunity from Social Finance and the Sorenson Impact Center

Thanks Jeff. Confirmed that we are making an attempt to complete an application by Friday, with WIN being the applicant! Kevin Woods, the WIN Exec Director, is copied here.

Thanks for the opportunity!

Blair

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From: Jeff Shumway [<mailto:jshumway@socialfinance.org>]  
Sent: Monday, June 5, 2017 1:27 PM  
To: Rachel Levy <[rlevy@socialfinance.org](mailto:rlevy@socialfinance.org)>  
Cc: Scott Crosby <[scrosby@bpjlaw.com](mailto:scrosby@bpjlaw.com)>; Blair Taylor <[btaylor@memphistomorrow.org](mailto:btaylor@memphistomorrow.org)>; Heather Jamerson <[hjamerson@pyramidpeakfdn.org](mailto:hjamerson@pyramidpeakfdn.org)>  
Subject: Re: Transaction Structuring Opportunity from Social Finance and the Sorenson Impact Center

Thanks, all. Looking forward to seeing the application.

On Jun 5, 2017 8:11 AM, "Rachel Levy" <[rlevy@socialfinance.org](mailto:rlevy@socialfinance.org)> wrote:

Hi Blair,

This is great news - and we've love to have you apply if you are able! The Letter of Intent was entirely optional, so no worries there.

The application is due this Friday, June 9th, at 8:30 PM MST. The new Request for Applications (RFA) can be accessed [here](#).

Please let me know if you have additional questions or if I can be helpful in any other way.

Best,  
Rachel

On Mon, Jun 5, 2017 at 1:05 PM, Blair Taylor <[btaylor@memphistomorrow.org](mailto:btaylor@memphistomorrow.org)> wrote:

Hey folks. Well, I ve just confirmed that we have a definite government funder for an outcomes based contract which will be issuing the RFP this week, for offender re-entry services.

It s our WIN (Jeff, that s our WIB and the funds will be WIOA funds), which we ve been expecting and working closely with, but I couldn t confirm for sure until this moment.

Let me know if it s too late for us to apply (we obviously didn t meet the letter of intent deadline).

I m with Kevin Woods and the Operation: Safe Community team in a meeting now about this and will let them know if this is an option for us at this late hour.

Blair

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From: Jeff Shumway [mailto:[jshumway@socialfinance.org](mailto:jshumway@socialfinance.org)]

Sent: Thursday, May 4, 2017 6:00 PM

To: Scott Crosby <[scrosby@bpjlaw.com](mailto:scrosby@bpjlaw.com)>; Blair Taylor <[btaylor@memphistomorrow.org](mailto:btaylor@memphistomorrow.org)>; Heather Jamerson <[hjamerson@pyramidpeakfdn.org](mailto:hjamerson@pyramidpeakfdn.org)>

Cc: Rachel Levy <[rlevy@socialfinance.org](mailto:rlevy@socialfinance.org)>

Subject: Transaction Structuring Opportunity from Social Finance and the Sorenson Impact Center

Dear Scott, Heather and Blair -

We're excited to announce, we reopened our competition!

As you may remember, Social Finance and the Sorenson Impact Center were awarded a grant from the Social Innovation Fund to provide Pay for Success (PFS) Transaction Structuring services to governments and nonprofits. The new Request for Applications (RFA) can be accessed [here](#) and will accept applications through June 9th.

We hope you or your partners may be interested in applying to help us bring more high-quality PFS projects to market. If you're interested in learning more, we will be holding webinars for potential applicants on Wednesday, May 10th and Thursday, May 18th, each from 3-4 PM EST. Additional details about the webinars and the RFA will be available at [sorensonimpact.com/sif-structuring-grant](http://sorensonimpact.com/sif-structuring-grant).

Feel free to reach out with any additional questions.

Best,

Jeff

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#### *What's changed*

In reopening the competition to applicants, we've made two important adjustments:

- The competition is now open to organizations located anywhere in the US, rather than just in the western and midwestern US
- We are now offering a cash grant as part of the award, in addition to technical assistance, to support transaction structuring activities

An overview of available support and eligibility are provided below. I'd be happy to speak with you further about this opportunity if you're interested - please let me know!

#### *Overview of Available Support*

Through our open competition, we will select up to three recipients who will receive technical assistance valued at up to \$520,000 per recipient as well as a cash grant of up to \$100,000 each for project-related personnel and activities. The specific support provided will vary, but may include: overall PFS project coordination and support; high-level data, economic and demographic analyses to help identify and describe target populations and baseline outcomes; developing the capital structure, financial terms and coordinating the capital raising process; mediating and facilitating agreement between each of the parties to the PFS project; and supporting ramp-up activities.

#### *Eligibility*

We're looking for high-quality applicants across the US who have *completed feasibility*, who have a *committed outcomes payor*, and who are targeting one of the following three focus areas: Youth Development, Economic Opportunity, or Healthy Futures

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Jeff Shumway

Vice President of Advisory Services, Social Finance  
Social Finance, Inc.

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[www.socialfinance.org](http://www.socialfinance.org)

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Rachel Levy

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